

Tab 13

From: Nelson, Holly
Sent: Tuesday, February 10, 2004 1:11 PM
To: Ragone, Mark A
Subject: RE: Advanced Selling Class

Hi Mark,
 I spoke with Tony regarding this class when we spent the day in my territory together. At that time the last class was full, please pass along my name as I would really like to join this flexible selling styles class on March 3rd.
 Thanks,
 Holly

-----Original Message-----

From: Ragone, Mark A
Sent: Monday, February 09, 2004 1:48 PM
To: Baxter, Scott; Dailey, Daniel; DeLuca, Michael S; Gonzalez, Glisobel M; Heyliger, Anthony; Nelson, Holly; Ramirez, Paul; Shendell, Hilton S; Silberman, Ellen H
Subject: FW: Advanced Selling Class

Hi Clippers,

Does anyone want to be nominated for the advanced selling class?

Regards,

Mark

Mark A. Ragone
 District Sales Manager
 NYC Hospitals / LTC
 x66575

-----Original Message-----

From: Iannacone, Anthony
Sent: Wednesday, February 04, 2004 1:58 PM
To: Belcastro, James; Bernasconi, Tracy; Burdulis, Sarah M; Carey, Theresa A; Epps, Edward; Ferger, Jerome; Heffernan, Brian J; Kozar, Russell T; Ragone, Mark A; Sabia, Lisa M; Sciarrotta, Domenic; Shannon Jr, William P; Shelley, Kirby; Wilson, Catherine
Cc: Delude, Mary; Castro, Chris; Blosser, Alan
Subject: Advanced Selling Class

Dear DSM's

I am scheduled to facilitate an advanced selling class March 3 & 4, 2004. Due to the materials needed and certified trainers available during this time the class will again be Flexible Selling Styles. If you have a PSS you feel would benefit from this class and would like to nominate please let me know as soon as possible so I can get the appropriate materials to them in enough time. The class will run from noon on the 3rd to approx. 3PM on the 4th. I currently have the names of Kristin Kunkle Somma and Ron Marts, and would like to keep the class to about 16. So the next 14 will be on a first come basis. Thanks for your help I will see you all in Chicago.

Tony

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